

AMENDMENTS TO THE DRAWINGS

The appended drawing sheet includes a replacement sheet for FIG. 2.

FIG. 2 has been amended to change reference character "23" to --231-- and reference character "24" to --241--.

Appendix: One (1) Replacement Sheet.

REMARKS

Claim 12 has been canceled, rendering moot the 35 USC 101 rejection. Claims 1, 4, 9 and 11 have been amended. Support for these amendments may be found, for example, in the specification from page 18, line 10 to page 19, line 25. No new matter is presented. Upon entry of these amendments, claims 1-11 will be pending in this application.

The drawings are objected to for the use of the same reference character "23" for both the customer DB and input device. FIG. 2 and the corresponding text have been amended to utilize a different reference character for the input device. The drawings are also objected to for not including the reference character associated with know-how DB 24. The specification has been amended to remove reference character 24. Accordingly, withdrawal of the drawing objections is respectfully requested.

Claims 1 and 4 are rejected under 35 USC 103(a) on Haris (US 2001/0013004) in view of Lewis (US 2002/0029194). Claims 2, 3, 5 and 7-9 are rejected under 35 USC 103(a) on Haris in view of Lewis and Regan (US 6,898,574). Claims 6 and 10-12 are rejected under 35 USC 103(a) on Haris in view of Lewis, Regan and Yajima (US 5,331,543). These rejections are respectfully traversed with respect to the claims as amended.

The present invention relates to collecting and analyzing data pertaining to business deals and includes a number of elements in combination. For example, in representative claim 9 as amended, the claimed combination includes a collecting step, an analyzing step, and a notifying step. In the collecting step, deal data is collected from a sale agent. In the analyzing step, the deal data is analyzed to determine whether it fails to have predetermined data items. This determination is made on behalf of one party negotiating a deal that has not yet been completed. In the notifying step, the sales agent is notified that the deal data should be fulfilled when the predetermined data items are determined to be absent.

In one embodiment, for example, a sales agent may register, in a system, information pertaining to a prospective business deal during various stages of negotiation of the deal. If the system determines that required information has not been registered at a particular stage of the negotiation, the system can notify the sales agent to fulfill the absent information. Such information may include, for example, proposal, estimate, deadline and competitor information. This provides a more efficient data collection process in connection with negotiating business deals.

The claimed combination of elements, including determining the absence of predetermined data items in deal data on behalf of one party negotiating a deal that has not yet been completed, is not disclosed or suggested by the cited references, viewed alone or in combination.

For example, Haris facilitates creation of contracts between a brand owner and partner. However, Haris does not disclose determining missing deal information as claimed. Lewis determines missing transaction information on behalf of both parties to a real estate closing – an already negotiated deal. Accordingly, Lewis does not make a determination on behalf of one party negotiating a deal that has not yet been completed. Further, the deficiencies of Haris and Lewis are not compensated for by the additional cited references of Regan and Yajima.

Accordingly, since the cited art does not teach or suggest, either individually or collectively, the combination of elements required by the claims, the rejections should be withdrawn.

In view of the above, each of the presently pending claims in this application is believed to be in immediate condition for allowance. Accordingly, the Examiner is respectfully requested to withdraw the outstanding rejection of the claims and to pass this application to issue. If it is determined that a telephone conference would expedite the prosecution of this application, the Examiner is invited to telephone the undersigned at the number given below.

In the event the U.S. Patent and Trademark Office determines that an extension and/or other relief is required, Applicants petition for any required relief including extensions of time and authorize the Commissioner to charge the cost of such petitions and/or other fees due in connection

with the filing of this document to Deposit Account No. 03-1952 referencing docket no.
116692004200.

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Attachments

APPENDIX